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Expect Tougher Talk From The Fed After This Week's Inflation Data

As 2024 has progressed, economic data--especially inflation data--have made it increasingly clear that rates will not be coming down nearly as soon as the Fed (and the market) expected.

Rates are driven by multiple factors. At present, inflation is chief among those, followed by the economy. In general, higher inflation and economic strength coincide with higher rates.

Inflation and economic data evolved in such a way as to offer some light at the end of the high rate tunnel at the end of 2023. Even the Fed acknowledged the shift by lowering its 2024 rate projection by half a percent in December.

But 2024 has proven to be a frustrating year so far for everyone who'd been hoping that inflation and rates were finally on the way back down. We weren't necessarily expecting to see any new fireworks this week, but we got them anyway.

The trouble began on Thursday morning with the release of the quarterly GDP data. One component of GDP is "personal consumption expenditures" (PCE). One manifestation of the PCE data is a price index which in turn has a variation that excludes food and energy to give us the Core PCE Price Index.

Core PCE is akin to Core CPI and it happens to be preferred by the Fed when it comes to tracking the 2% inflation target. There are several different Core PCE measurement methods, which can make things fairly confusing on weeks when the data is released. They include:

- Annualized quarterly Core PCE, which takes an average of 3 monthly readings and determines the % change versus the average of the 3 months in the previous quarter before multiplying the result by 4 to get an annualized figure (i.e. this is what annual core inflation would look like if the quarter over quarter trajectory were maintained for an entire year. This number is only released once per quarter, but it is revised on each of the next 2 months as new monthly data comes in.
- Monthly Core PCE, which is released every month and serves as the raw ingredient for quarterly PCE
- Annual Core PCE, which is just a year-over-year version of the monthly data

National Average Mortgage Rates



| | Rate | Change | Points |
|--|------|--------|--------|
|--|------|--------|--------|

Mortgage News Daily

| | | | |
|--------------|-------|-------|------|
| 30 Yr. Fixed | 6.44% | -0.04 | 0.00 |
| 15 Yr. Fixed | 5.97% | -0.03 | 0.00 |
| 30 Yr. FHA | 5.90% | -0.04 | 0.00 |
| 30 Yr. Jumbo | 6.66% | -0.02 | 0.00 |
| 5/1 ARM | 6.32% | -0.06 | 0.00 |

Freddie Mac

| | | | |
|--------------|-------|-------|------|
| 30 Yr. Fixed | 6.46% | -0.40 | 0.00 |
| 15 Yr. Fixed | 5.62% | -0.54 | 0.00 |

Rates as of: 8/23

Market Data

| | Price / Yield | Change |
|----------------|---------------|---------|
| MBS UMBS 5.5 | 100.93 | +0.26 |
| MBS GNMA 5.5 | 100.83 | +0.22 |
| 10 YR Treasury | 3.7999 | -0.0531 |
| 30 YR Treasury | 4.0908 | -0.0309 |

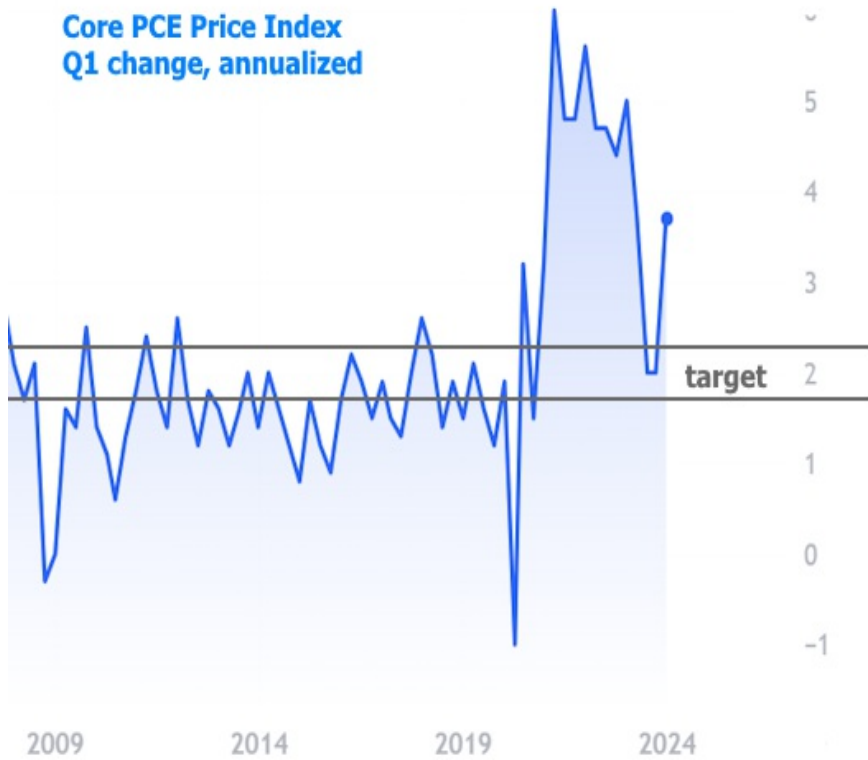
Pricing as of: 8/23 5:59PM EST

Recent Housing Data

| | | Value | Change |
|---------------------|--------|-------|---------|
| Mortgage Apps | Aug 14 | 251.3 | +16.83% |
| Building Permits | Mar | 1.46M | -3.95% |
| Housing Starts | Mar | 1.32M | -13.15% |
| New Home Sales | Mar | 693K | +4.68% |
| Pending Home Sales | Feb | 75.6 | +1.75% |
| Existing Home Sales | Feb | 3.97M | -0.75% |
| Builder Confidence | Mar | 51 | +6.25% |

All of the above come from the same report, but all can send different signals. To make matters more confusing, the quarterly number is released with GDP one day BEFORE the monthly number, but without the same level of detail.

Long story short, the annualized quarterly Core PCE, which had been back in the Fed's target range until this week, suddenly did this:



Markets knew it would be moving up. They'd guessed the number would be 3.4%, in fact (which makes sense based on the 2 months of data we already had for Q1 compared to Q4's tamer numbers). But the actual number was 3.7%, which is quite a big "beat" when it comes to inflation indices.

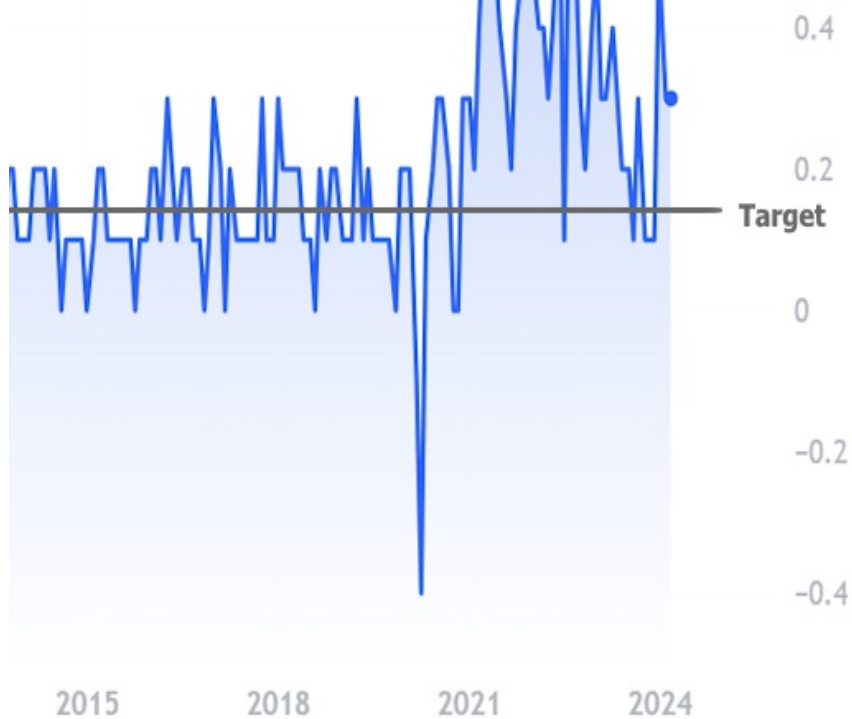
Markets panicked initially, with stocks selling off and bond yields spiking to the highest levels since early November. Traders who bet on the Fed Funds rate quickly increased their levels for the end of 2024.



A day later, however, and the more detailed, monthly PCE data painted a slightly softer picture. With March numbers now able to be compared to March 2023, the true year over year number was 2.8% (still too high, but not as high as the previous day's data might have suggested).



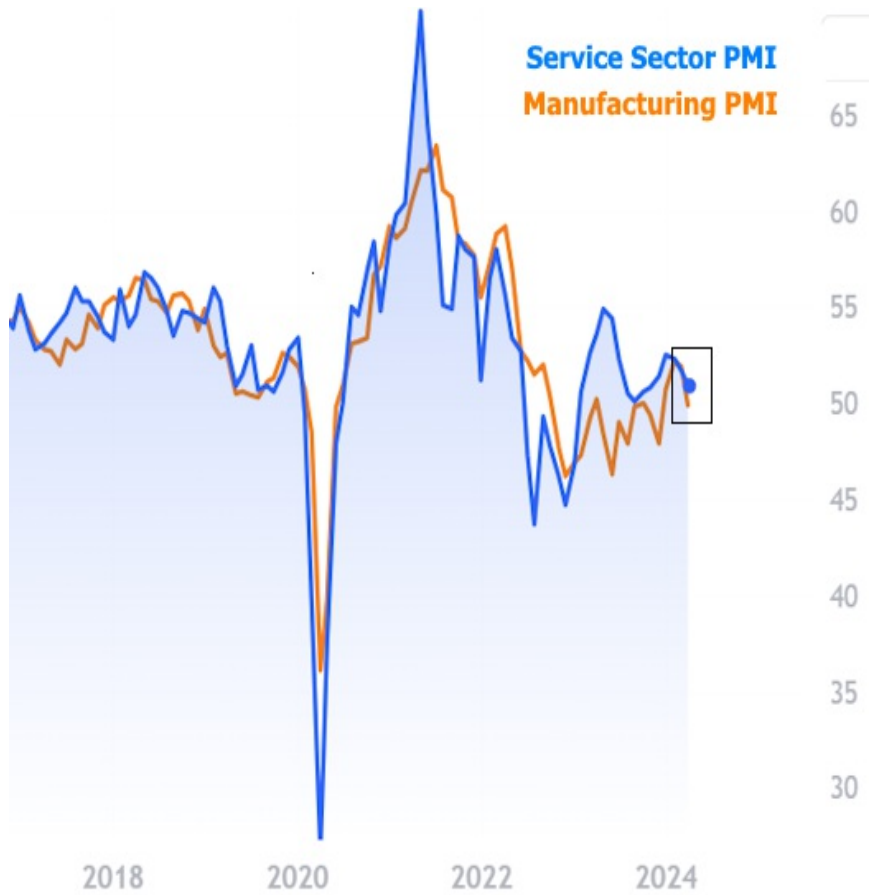
The news was slightly better when viewed in month over month terms. Here too, inflation is still almost twice as hot as the Fed would like to see, but it was actually slightly lower than last month (after revisions). To be clear, we're saying that the pace of price increases is lower--not prices themselves.

Core PCE Price Index,
month over month

Some people get upset when economic data is revised in a way that makes it seem like the government tried to paint a rosier picture for initial releases. In addition to numerous examples of past revisions having a completely opposite effect, rest assured, the financial market sees all the moving parts and trades accordingly. Specifically, even after the softer data came out on Friday, bond yields (a fancy word for "rates") were still higher than they were before the previous day's data and significantly higher than the lows seen on Tuesday after PMI data.



The PMI data refers to S&P Global's Purchasing Managers Indices (PMIs). This is another version of the highly regarded PMIs from the Institute for Supply Management (ISM). Both firms produce PMIs that track the manufacturing and services sector. Tuesday's version from S&P Global came in unexpectedly lower on both fronts. It may not look like much of a drop on a chart, but markets are intently focused on economic momentum as it could speak to the prospects for inflation and rates in the future.

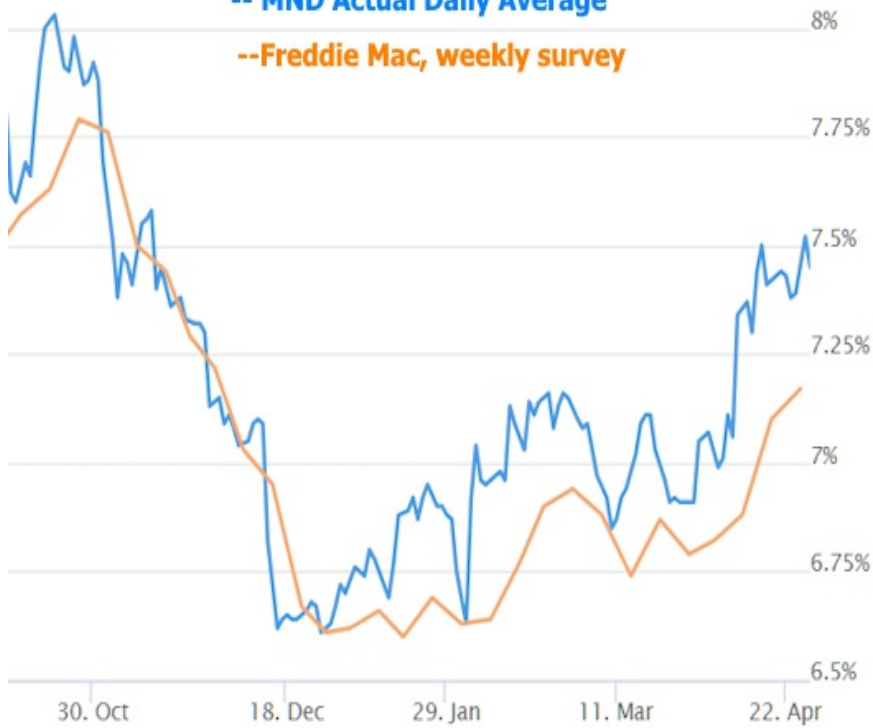


The prospects for mortgage rates have not been great in April. While we did see some relief on Friday, Thursday's reaction to the quarterly PCE data brought the average 30yr fixed rate to new 5 month highs--a fact that is not yet reflected in Freddie's weekly survey numbers.

30yr Fixed Mortgage Rate Indices

-- MND Actual Daily Average

--Freddie Mac, weekly survey



In this week's other economic news, Pending Home Sales rose more than expected (which is a good sign for next month's existing home sales). They're now no longer losing ground in year over year terms.

Pending Home Sales
Year over year change (%)



The major caveat is that the outright level of pending home sales remains near the lowest in decades.

Pending Home Sales



New Home Sales are a different story. While they're certainly not as high as they were a few years ago, they've held up much better on a combination of available inventory and builder incentives.



The week ahead brings several key events.

Monday:

Treasury will issue a quarterly update on borrowing needs in stages on Monday and Wednesday. This has been a hot button for rates the last few cycles.

Wednesday:

The Fed announcement (2pm, ET) is important because it will likely contain an update on how the Fed is handling its balance sheet run-off. This doesn't mean the Fed is going to buy new bonds again, but they will soon announce that they'll maintain more of their existing bond holdings. Experts disagree on whether this will matter for rates, but that could depend on the details. More importantly, we'll get updated thoughts from Powell in the press conference (2:30pm ET) that follows the announcement. Even before this week's data, the Fed was already questioning whether it would be able to cut rates at all in 2024. The PCE data arguably writes those questions in ink.

ISM's version of the manufacturing PMI will be released at 10am ET as well as the Job Openings data for March. Treasury releases the more detailed stage of the borrowing announcement at 8:30am ET.

Friday

The big monthly jobs report will be released on Friday morning at 8:30am ET followed 90 minutes later by ISM's service sector PMI

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Recent Economic Data

| Date | Event | Actual | Forecast | Prior |
|--------------------------|--|---------|----------|---------|
| Tuesday, Apr 23 | | | | |
| 9:45AM | Apr S&P Global Services PMI | 50.9 | 52 | 51.7 |
| 9:45AM | Apr S&P Global Manuf. PMI | 49.9 | 52 | 51.9 |
| 10:00AM | Mar New Home Sales (ml) | 0.693M | 0.668M | 0.662M |
| Wednesday, Apr 24 | | | | |
| 7:00AM | Apr/19 MBA Refi Index | 472.7 | | 500.7 |
| 7:00AM | Apr/19 MBA Purchase Index | 144.2 | | 145.6 |
| 8:30AM | Mar Durable goods (%) | 2.6% | 2.5% | 1.3% |
| Thursday, Apr 25 | | | | |
| 8:30AM | Q1 Core PCE Prices QoQ Final | 3.7% | 3.4% | 2% |
| 8:30AM | Q1 GDP (%) | 1.6% | 2.5% | 3.4% |
| 10:00AM | Mar Pending Home Sales (%) | 3.4% | 0.3% | 1.6% |
| Friday, Apr 26 | | | | |
| 8:30AM | Mar Core PCE (m/m) (%) | 0.3% | 0.3% | 0.3% |
| 8:30AM | Mar Core PCE Inflation (y/y) (%) | 2.8% | 2.6% | 2.8% |
| 10:00AM | Apr Consumer Sentiment (ip) | 77.2 | 77.8 | 79.4 |
| Monday, Apr 29 | | | | |
| 3:00PM | Treasury Refunding Financing Estimates (%) | | | |
| Tuesday, Apr 30 | | | | |
| 8:30AM | Q1 Employment costs (%) | 1.2% | 1% | 0.9% |
| 9:00AM | Feb FHFA Home Price Index m/m (%) | 1.2% | 0.1% | -0.1% |
| 9:00AM | Feb CaseShiller 20 mm nsa (%) | 0.9% | | -0.1% |
| 9:45AM | Apr Chicago PMI | 37.9 | 45 | 41.4 |
| 10:00AM | Apr CB Consumer Confidence (%) | 97.0 | 104.0 | 104.7 |
| Wednesday, May 01 | | | | |
| 8:15AM | Apr ADP jobs (k) | 192K | 175K | 184K |
| 8:30AM | Treasury Refunding Announcement (%) | | | |
| 10:00AM | Mar USA JOLTS Job Openings | 8.488M | 8.69M | 8.756M |
| 10:00AM | Apr ISM Manufacturing PMI | 49.2 | 50.0 | 50.3 |
| 2:00PM | Fed Interest Rate Decision | 5.5% | 5.5% | 5.5% |
| 2:30PM | Fed Press Conference | | | |
| Thursday, May 02 | | | | |
| 7:30AM | Apr Challenger layoffs (k) | 64.789K | | 90.309K |
| 8:30AM | Apr/27 Jobless Claims (k) | 208K | 212K | 207K |
| Friday, May 03 | | | | |
| 8:30AM | Apr Non Farm Payrolls | 175K | 243K | 303K |
| 8:30AM | Apr Unemployment rate mm (%) | 3.9% | 3.8% | 3.8% |

Event Importance:

No Stars = Insignificant

☆ Low

★ Moderate

★★ Important

★★★ Very Important

| Date | Event | Actual | Forecast | Prior |
|---------|-------------------|--------|----------|-------|
| 10:00AM | Apr ISM N-Mfg PMI | 49.4 | 52.0 | 51.4 |

National Association of Realtors - New Rules & Open Houses

New rules stemming from the National Association of Realtors' commission lawsuit settlement went into effect Saturday following years of litigation, potentially upending the industry, including how agents get paid.

This week, I have been hearing from agents, brokers, MLS executives, portals and other insiders as the rules roll out.

COMMISSION QUESTIONS: In the wake of NAR's new settlement rules, many buyer's agents are suddenly confronting a new question: What commission should they ask for in their buyers' broker representation agreements?

Here are a few responses found in a real estate master-mind group:

"I'm asking the buyer to pay my rate but advising them the seller may be offering something towards that," one agent responded. "If that's the case they only have to pay what's left."

"Sit down with your buyer and a trusted loan officer" another suggested. "Have the loan officer complete the various costs including your compensation and without any compensation (seller contributes). Once the buyer sees how much they have to come up with, they can make a decision. Then you make yours."

Some commenters also said that their brokers are making recommendations.

"This thread is illegal," one commenter argued, echoing a number of other remarks. "It is price fixing and the whole reason the U.S. Department of Justice got involved. Commission/Concessions should only be discussed between the agent and his/her client, never among agents."

The debate highlights the fact that many practical issues stemming from the settlement are yet to be worked out – and that additional litigation is top of mind for many real estate professionals,

OPEN HOUSE, OPEN QUESTION: Among the real estate professionals watching how the settlement changes unfolded this weekend was Randy Bell of Life Realty – The District in Henderson, NV who told me that "Buyers appear to be leery about signing short-term agreements and may favor open houses over individual tours until they're at ease with the rule." He went on to state "It'll be very interesting to see whether open house traffic increases, which I expect it will once buyers understand they don't have the same friction with agreements by going directly to open houses,"

One stat I'm going to be looking at is the number of open houses relative to active listings. I'll have numbers for you in the weeks to come. ...More to follow in future Newsletters.

Contact me for more information. 702-303-0243 or TPayne@loandepot.com

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Tom Payne

